

Message Text

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ACTION NEA-09

INFO OCT-01 ISO-00 EB-07 /017 W
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R 100620Z MAR 75
FM AMEMBASSY DOHA
TO SECSTATE WASHDC 0249

UNCLAS DOHA 0275

FOR NEA/ARP

E.O. 11652: N/A
TAGS: BEXP, QA
SUBJECT: DOHA AIRPORT PROJECT

REF: ABLONDI - CROCKER TELCON 3/7/75

1. FOR DEPT: PLEASE PASS FOLLOWING MESSAGE TO DAVID PERINI OR JOHN ABLONDI, PERININ CORP, FRAMINGHAM, MASS. TEL: 617-875-6171. FOR REASONS LOCAL SENSITIVITY, PERINI'S REPLY SHOULD BE PASSED BY DEPT TO EMBASSY WHICH WILL THEN CONVEY IT TO ALI BIN ALI. PERINI SHOULD BE SO ADVISED AND TOLD PROCEDURE FOR DOING THIS.

2. BEGIN MESSAGE. AMBASSADOR MET WITH HASSAN ALI BIN ALI MARCH 9 TO DISCUSS STATUS DOHA AIRPORT PROJECT. HASSAN SAID BIDS WERE AS FOLLOWS:
SHAN - QR 134 MILLION
PERINI - QR 139 MILLION
JOHN HOWARD - 145 MILLION
HOWEVER, HASSAN NOTED HOWARD HAS REPORTEDLY OFFERED TO REDUCE BID BY QR 10 MILLION. HE ADDED THAT SELECTION OF CONTRACTOR HAS BEEN DELAYED, AND NO INFO PRESENTLY AVAILABLE ON WHEN DECISION MAY BE MADE. HASSAN MADE FOLLOWING REMARKS/SUGGESTIONS RE NECESSARY ACTION:
A) TO BE COMPETITIVE WITH OTHER OFFERS, PERINI SHOULD BE PREPARED TO REDUCE BID. HASSAN WISHES TO KNOW IF YOU WILL CONSIDER THIS, AND IF SO, AMOUNT YOU WILLING TO CUT.
B) ACCORDING HASSAN, GOVERNMENT HAS NOT INDICATED WHAT NEXT

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STEP IN CONTRACTOR SELECTION WILL BE. UNTIL DECISION IS

MADE, IT NOT RPT NOT NECESSARY FOR PERINI TO MAKE NEW OFFER
DIRECT TO GOVERNMENT OR SEND REP TO DOHA (HASSAN NOTED THAT
IF SOMEONE FROM PERINI ALREADY IN AREA, SIDE TRIP TO QATAR
FOR TALKS WITH NASALI MIGHT BE USEFUL, BUT STRESSED THERE IS
NO NEED FOR ANYONE TO MAKE SPECIAL TRIP FROM U.S.)
C) HASSAN SAID IT IS POSSIBLE GOVERNMENT WILL REQUEST
MEETINGS WITH CONTRACTORS SIMILAR TO HOSPITLA PROJECT. IF
SO, HE WILL INFORM YOU DIRECTLY. END MESSAGE.
PAGANELLI

NOTE BY OC/T: NOT PASSED ABOVE ADDRESSEE.

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 10 MAR 1975
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Authority: n/a
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 JAN 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1975DOHA00275
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: D750082-1130
From: DOHA
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1975/newtext/t19750367/aaaacimo.tel
Line Count: 71
Locator: TEXT ON-LINE, ON MICROFILM
Office: ACTION NEA
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: 75 ABLONDI -, 75 CROCKER TELCON 3/7/75
Review Action: RELEASED, APPROVED
Review Authority: ShawDG
Review Comment: n/a
Review Content Flags:
Review Date: 06 JUN 2003
Review Event:
Review Exemptions: n/a
Review History: RELEASED <06 JUN 2003 by BrownAM>; APPROVED <26 FEB 2004 by ShawDG>
Review Markings:

Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
05 JUL 2006

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: DOHA AIRPORT PROJECT
TAGS: BEXP, QA
To: STATE
Type: TE
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 05 JUL 2006